

Message Text

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PAGE 01 SAN SA 03609 151809Z
ACTION ARA-14

INFO OCT-01 ISO-00 HA-05 SY-05 EB-08 COME-00 TRSE-00
OMB-01 CIAE-00 PM-05 H-01 INR-10 L-03 NSAE-00
NSC-05 PA-01 SP-02 SS-15 ICA-11 EA-10 EUR-12
MCT-02 AID-05 /116 W
-----046475 160914Z /15

R 132225Z JUL 78
FM AMEMBASSY SAN SALVADOR
TO SECSTATE WASHDC 8833
INFO AMEMBASSY GUATEMALA
AMEMBASSY MANAGUA
AMEMBASSY PANAMA
AMEMBASSY SAN JOSE
AMEMBASSY TEGUCIGALPA
DIA WASHDC
USCINCSO QUARRY HEIGHTS CZ

C O N F I D E N T I A L SAN SALVADOR 3609

E.O. 11652: GDS
TAGS: PINS, PINT, ASEC, EINV, SHUM, ES
SUBJECT: BUSINESS COMMUNITY ATTITUDE AS INFLUENCED BY
TERRORISM SITUATION IN EL SALVADOR

REF: SAN SALVADOR 2602,AND 2605

1. SOON AFTER THE KIDNAPPING OF JAPANESE BUSINESSMAN
FUJIO MATSUMOTO, WE REPORTED IN REFTELS THE SIGNIFICANT
IMPACT OF THIS UPON FOREIGN BUSINESS COMMUNITY ATTITUDES
AND THE PROSPECTS FOR STILL GREATER IMPACT DEPENDING UPON
MATSUMOTO'S FATE. IMPLICIT IN THIS WAS THE POSSIBILITY
OF AN EXODUS OF FOREIGN BUSINESS EXECUTIVES.

2. NEARLY TWO MONTHS HAVE ELAPSED SINCE THEN. MATSUMOTO
IS STILL MISSING; NO MEANINGFUL NEGOTIATIONS ARE UNDERWAY;
THE GOES HAS MADE KNOWN ITS BELIEF THAT HE IS DEAD; MATSUMOTO
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FAMILY AND INSINCA COMPANY REFUSE TO ACCEPT THIS VIEW; OTHER
RESPECTABLE LOCAL OPINION IS DIVIDED.

3. THESE TWO MONTHS HAVE SEEN A HIGH LEVEL OF
SECURITY ACTIVITY BY THE PRIVATE SECTOR. CORPORATE
SECURITY OFFICIALS AND HIRED CONSULTANTS HAVE VISITED
HERE IN SIGNIFICANT NUMBER FROM HOME OFFICES IN OTHER

COUNTRIES. SITE SURVEYS HAVE BEEN UNDERTAKEN. IN SOME CASES ARMS AND SECURITY GUARDS ARE BEING IMPORTED. OUR EMBASSY HAS HAD A SHARPLY INCREASED VOLUME OF LIAISON ON SECURITY MATTERS WITH THE PRIVATE SECTOR AND WITH OTHER LOCAL EMBASSIES.

4. DECISION OF EXXON (SAN SALVADOR 2951) TO TRANSFER REGIONAL HEADQUARTERS PERSONNEL AWAY FROM SAN SALVADOR, WHILE HANDLED BY COMPANY IN COMMENDABLY LOW-KEY WAY, HAS INVETIABLY BECOME WIDELY KNOWN THROUGH RELEASE OF HOUSES, EMPLOYMENT SEARCHS BY SECRETARIES, ETC. THIS HAS GIVEN RISE TO SOME EXAGGEREATED RUMORS AND SPECULATION AND HAS BROUGHT US PRESS INQUIRIES AS TO WHETHER GENERAL EXODUS UNDERWAY AND WHETHER EMBASSY ADVISING US CITIZENS TO DEPART EL SALVADOR.

5. COMPLICATING THE SITUATION, AS WE HAVE RECENTLY REPORTED, ARE THE WARNING AND THREATENING MESSAGES BEING RECEIVED BY SOME BUSINESS EXECUTIVES PLUS THE BUSINESS PROMOTION TACTICS OF THE GROWING NUMBER OF LOCAL FIRMS ENGAGED IN THE PURVEYING OF PERSONAL AND CORPORATE EXECUTIVES.

6. IN ADDITION TO EXXON PARTIAL PULLOUT, WE ARE RELIABLY INFORMED THAT SOME JAPANESE, SWISS AND POSSIBLY OTHER FOREIGN FAMILIES ARE IN PROCESS OF DEPARTURE.
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7. US BUSINESS COMMUNITY LEADERS DO NOT YET PROFESS TO SEE ANY GENERAL EXODUS BUT DO FEEL THT EXISTING SITUATION TENDS TO DISCOURAGE NEW FOREIGN INVESTMENT, GIVES EFFECTIVE PAUSE TO ALREADY PLANNED ENLARGEMENTS OF EXISTING PLANT CAPACTIY, AND IS BEING APPREHENSIVELY WATCHED BY MANY BUSINESS EXECUTIVES WITH AN EYE TO DETERMINING THEIR OWN AND THEIR FAMILIES' FUTURES.

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